

# **Selling To The Commonwealth: Strategies For Success**



## **Small Business Procurement Workshop Tuesday, June 6, 2006**

**Registration 8:30 am to 9:00 am**

**Workshop 9:00 am to Noon**

**Virginia Highlands Small Business Incubator – Abingdon, Virginia  
851 French Moore, Jr. Blvd, Abingdon, Virginia 24210**

There is no fee but registrations (next page) are to be submitted to:

Sue Wagner, Virginia Highlands SBDC,

851 French Moore, Jr. Blvd. Abingdon, Virginia 24210

Phone: (276) 492-2066 | Fax: (276) 698-3090 | E-mail: [swagner@vhcc.edu](mailto:swagner@vhcc.edu)

Representatives from the Commonwealth of Virginia will discuss the state's initiative to increase access to state contracting for **small, women-owned** or **minority-owned** businesses. Topics include state certification and use of eVA, Virginia's electronic government purchasing system.

### **This is your opportunity to:**

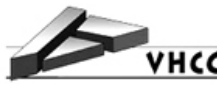
**Get business assistance with state certification and eVA.**

**Hear what products and services buyers are seeking.**

**Introduce your business, products, services to buyers.**

**Meet state government buyers face to face.**

For questions, contact Sue Wagner at (276) 492-2066 or  
the Procurement Technical Assistance Center (PTAC) at (276) 964-7334.



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## A G E N D A

### **Small Business Procurement Workshop Abingdon, Virginia Tuesday, June 6, 2006**

**8:30 AM      REGISTRATION**

**9:00            WELCOME AND OPENING REMARKS:**

Dr. David Wilkin, President  
Virginia Highlands Community College

**9:20-10:15    STATE CERTIFICATION & THE SWAM INITIATIVE:**

Michael Russell, Engineering Manager  
Virginia Department of Minority Business Enterprise

**10:15-10:30   NETWORKING & COFFEE BREAK**

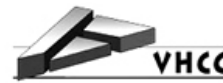
**10:30-11:15   MAXIMIZING SUPPLIER SUCCESS WITH eVA:**

Deborah Hudson, Procurement Assistance Program Manager  
Virginia Department of Business Assistance

**11:15-11:30   INTRODUCTION OF EXHIBITING STATE AGENCIES**

**11:30-NOON   ADJOURNMENT TO EXHIBITS -- NETWORKING  
SUPPLIER/BUYER EXCHANGE & ASSISTANCE FAIR**

- ▶ State buyers on exhibit with information about their agency's purchasing needs
- ▶ Suppliers visit exhibitors and share capabilities
- ▶ Department of Minority Business Enterprise exhibit for questions on SWAM certification
- ▶ Department of Business Assistance exhibiting and available for supplier support and guidance on eVA sales and marketing strategies



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**Registration is FREE.**

**Registration Deadline: June 2, 2006**

## WORKSHOP LOCATION:

Virginia Highlands Small Incubator, Training Room  
851 French Moore, Jr. Blvd., Abingdon, Virginia 24210

**REGISTRATION: 8:30 TO 9:00 AM | WORKSHOP: 9:00 AM TO 12:00 Noon**

## REGISTRATION:

NAME		TITLE	
BUSINESS/ORGANIZATION			
ADDRESS			
CITY		STATE	ZIP
TELEPHONE		E-MAIL	
SPECIAL NEEDS/ACCOMMODATIONS			
BUSINESS TYPE: SMALL _____ WOMAN-OWNED _____ MINORITY-OWNED _____			

## FAX OR EMAIL REGISTRATION FORM TO:

Sue Wagner

FAX: (276) 698-3090

EMAIL: [swagner@vhcc.edu](mailto:swagner@vhcc.edu)

Other Information Contact: PTAC - (276) 964-7334

